

Message Text

UNCLASSIFIED

PAGE 01 HAMBUR 01040 140838Z

10

ACTION COME-00

INFO OCT-01 EUR-12 EB-07 ISO-00 /020 W

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R 140745Z JUL 76

FM AMCONSUL HAMBURG

TO SECSTATE WASHDC 3869

INFO AMEMBASSY COPENHAGEN

AMEMBASSY OSLO

AMCONSUL ROTTERDAM

AMEMBASSY STOCKHOLM

AMEMBASSY BONN

UNCLAS HAMBURG 1040

E.O.11652: N/A

TAGS: BEXP DA G, NO, NL, SW

SUBJECT: PROPOSED ALABAMA/MISSISSIPPI IOGA TRADE

REF: STATE 167302

1. WHILE WE WOULD WELCOME SUBJECT MISSION, THE MARKET POTENTIAL FOR MOST PRODUCTS MAY NOT JUSTIFY A VISIT BY ALL MEMBERS. HARDWOOD LUMBER AND HARDWOOD FOR FURNITURE SHOULD FIND A GOOD MARKET. OAK IS ESPECIALLY IN DEMAND. SAWMILL, WOOD HANDLING AND CONVEYOR EQUIPMENT WILL PROBABLY BE DIFFICULT TO SELL. THERE ARE ONLY A FEW SMALL SAWMILLS IN THE AREA AND NEITHER WE, THE CHAMBER OF COMMERCE, NOT THE WOOD IMPORTER'S ASSOCIATION KNOWS OF ANY SAWMILL MACHINERY IMPORTERS IN HAMBURG.

2. THE BEST SHOWPLACE IN GERMANY FOR WOOD WORKING AND HANDLING EQUIPMENT IS LIGNA, THE INTERNATIONAL TRADE FAIR FOR MACHINERY AND EQUIPMENT FOR WOOD INDUSTRIES. LIGNA IS HELD EACH YEAR ON THE HANNOVER FAIR GROUNDS. THE NEXT DATES ARE MAY 18 - 25, 1977.

3. THE MISSION'S PROPOSED DATES TO NOT CONFLICT WITH ANY LOCAL HOLIDAYS. BROGAN

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NNN

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